

Cooperative Purchasing Opportunities for Buying PCF Copy Paper

RPPC

The Recycled Products Purchasing Cooperative (RPPC), sponsored in part by the US EPA Region 9 and coordinated by Solana County Recyclers, is a non-profit environmental organization located in San Diego. RPPC currently offers New Leaf's *Encore 100* copy paper with the following characteristics:

- 100% post-consumer recycled
- Processed without chlorine or chlorine derivatives (PCF)
- Multi-use office copy paper for all high speed xerographic uses, laser and inkjet printers and fax machines
- 8 ½ x 11, white, 84 bright, 20#

Prices per case range from \$29.00-33.50/case depending on number of cases purchased. (RPPC does not currently offer any toilet paper.) RPPC traditionally provides quarterly statements to their customers which can serve ABAG to help track the purchase of PCF paper.

Paper	Volume	Price per case	Delivery	Estimated Delivery Time
White 8.5 x 11	Truckload (880+ cases)	\$29.00	Dock only	5-7 days
White 8.5 x 11	Half Truck (360-840 cases)	\$29.20 + \$80/order for delivery	Dock only	5-7 days
White 8.5 x 11	5-8 Pallets (200-320 cases)	\$29.50 + \$80/order for delivery	Dock only	5-7 days
White 8.5 x 11	3-4 Pallets (120 & 160 cases)	\$30.50 + \$80/order for delivery	Dock only	5-7 days
White 8.5 x 11	1-2 Pallets (41-80 cases)	\$32.00 + \$60/order for delivery*	Inside	1-2 days
White 8.5 x 11	½-1 Pallet 20-40 cases	\$32.00 + \$30/order for delivery*	Inside	1-2 days

*The delivery charge for 20-80 case orders for certain locations in the Bay Area (e.g. Palo Alto) is higher.

Pricing is effective through 6/30/02. Membership in the co-op is free. All proceeds support the co-op's ongoing efforts to help businesses buy environmentally preferable products.

SEE ATTACHMENTS FROM RPPC FOR MORE DETAILED INFORMATION.

Other Purchasing Opportunities

Other cooperative purchasing opportunities may include existing or future contracts through Alameda County's General Services Agency, the State of California's Department of General Services, or the U.S. Communities Government Purchasing Alliance (US Communities).

- Alameda County's current GSA contract now offers Aspen 100 from Boise Cascade through Spicer's Paper (Spicer's used to offer Eureka 100, but has discontinued offering Georgia Pacific papers). This is the third year of a three-year contract, and the price for this last year is \$46.60/case. The current contract expires in March of 2003.
- The State of California's Department of General Services now offers Boise Cascade's Aspen 100 PCF copy paper (Product code: P1054922). The price for Aspen 100 through the State contract is apparently \$39.50/case, however Boise said that any municipality who has a contract with them can purchase this paper, and can most likely get a lower price than the State contract.
- US Communities is jointly sponsored by the National Association of Counties (NACo), the National Institute of Governmental Purchasing (NIGP), the National League of Cities (NLC), and the United States Conference of Mayors (USCM). US Communities contracts through Office Depot for copy paper. Office Depot does not currently provide PCF paper to customers, but has the ability to provide it. Prices could not be obtained until purchase volumes are determined.

The table below summarizes some of these possible purchasing pool mechanisms in addition to RPPC.

Paper	Purchasing Pool Option	Current Price Per Case	Contact Info
New Leaf Encore 100	RPPC	\$29.00-33.50	Jedd Farber or Tyson Miller/RPPC 800-694-8355 (For other specialty PCF papers through New Leaf, contact Justin Tired: 888-9889-5323)
Aspen 100	Spicers-Alameda Co GSA contract	\$46.60	John Butchart/Alameda Co. GSA 510-208-9614 Bill Swisher/Spicers 800-832-2311 x345
Aspen 100	CA DGS contracts	\$39.50*	Vanessa Moore/Boise Cascade, Acct Manager for State Contract 1-800-310-8008 x5306
unknown	US Communities	unknown	Rob Braulik/US Communities 925-933-9229 x20

*Vanessa said that any municipality with a contract with Boise can purchase this paper, and can most likely get a lower price than the State contract. Contact Vanessa for more information.

Issues

There are two important issues to consider related to participating in or forming a co-op:

- Existing contracts that are in place and when they expire
- Preferred delivery method: central dock delivery vs. inside delivery for each department

These issues of preferred delivery method and existing contracts are critical to the ability to set up any new contract and leverage the best prices. The various municipalities participating in the ABAG Dioxins Task Force all have different contracts in place which expire at different times. This will affect the ability to develop a new contract or purchase from any existing contract. Also, the logistics of delivery of the paper will significantly affect the price of the paper. Prices are the highest for small orders delivered inside to individual departments. Central dock delivery of large volumes will yield the lowest prices. However, central dock delivery will create logistical issues for further distribution to each municipality and each department. These issues will need to be discussed by the Task Force members.

Toilet Paper

It appears that the opportunities to buy unbleached or PCF toilet paper have significantly diminished in recent years. It also appears that these types of toilet papers are not currently offered through existing janitorial contracts at Alameda County or the State. [For more information, please refer to the document *Getting Started on Chlorine-Free Paper Purchasing, Frequently Asked Questions*.]

Suggestions for Future Tasks

There is a group of State of California staff from various organizations which meets each month to pursue purchasing issues. It might be worthwhile to talk to them to discuss increasing the opportunities to purchase chlorine-free papers (including expanding the choices of PCF copy paper and adding unbleached or PCF toilet paper). [The Procurement Task Force is headed by Arnie Sowell from State and Consumer Services. His secretary is Tiffany Golden (916-651-8262). Kathy Frevert at California Integrated Waste Management Board acts as the facilitator of this group (916-341-6476).]

It may also be worthwhile to pursue further the purchasing opportunities through US Communities.



April 24, 2002

Recycled Products Purchasing Cooperative

137 N. El Camino Real Encinitas CA 92024

Voice (800) 694-8355 • Fax (760) 436-8263

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Overview of Pricing and Service for the ABAG Dioxins Task Force for PCF Papers from the Recycled Products Purchasing Cooperative

The Recycled Products Purchasing Cooperative is pleased to be able to offer 100% postconsumer recycled PCF copy paper and other top quality, high postconsumer content, PCF recycled papers at great prices to members of the Association of Bay Area Governments, Dioxins Task Force. Due to our large membership (hundreds of entities including over 20 cities in California) and non-profit mission the Co-op provides many other benefits for its members besides outstanding pricing on PCF papers:

- We have fixed quarterly pricing and notification of any increases that would take effect in a subsequent quarter must be given with 30 days or more notice.
- We can provide paper samples and support on an ongoing basis to help members make a smooth transition to using PCF recycled paper.
- The Co-op also provides a quarterly summary of each member's usage of recycled copy paper and the "environmental savings" this represents (see **Addendum "Environmental Savings"**).

Paper

100% Postconsumer Recycled, New Leaf Encore brand, Processed Chlorine Free. 8.5 x 11, 8.5 x 14, and 11 x 17, white, 85 bright, 20#, multi-use office copy paper for all high speed xerographic uses, laser & inkjet printers, and fax machines. Co-op members include: the Cities of San Diego, Santa Rosa, Milpitas, and Millbrae, Santa Clara Valley Water District, JFK University, Texas Instruments, & hundreds more.

Pricing and Delivery

The two factors that influence the Co-op's pricing are the base case price (based on quantity ordered per delivery) and delivery charges (based on quantity, location, and type of delivery). Costs are outlined below and examples and further explanation are listed in the **"Pricing Addendum."**

8.5 x 11 & 11 x 17 have the same prices per case as follows:

For 20 – 40 case orders: \$32.00/case + \$30/order for delivery (for most locations)*

For 41 – 80 case orders: \$32.00/case + \$60/order for delivery (for most locations)*

*for delivery in "local zone" (which includes most of the Bay Area), inside delivery is included in price, see **"Pricing Addendum"** for further description of pricing and delivery and delineation of local zone.

For 120 and 160 case orders: \$30.50/case + \$80/order delivery (all locations)**

For 200 – 320 case orders: \$29.50/case + \$80/order delivery (all locations)**

For 360 – 840 case orders: \$29.20/case + \$80/order delivery (all locations)**

For 880 case orders (whole truckload): \$29.00/case with free delivery (all locations)**

** For 120+ cases delivery charges are the same for all Bay Area locations (no "local zone") but deliveries can only be made to a dock (or warehouse w/ a forklift) in even pallet increments (of 40 cases per pallet).

Note: 8.5 x 14 has a base case price of \$37.90/case.

Terms

****Pricing is effective for orders shipped through June 30, 2002. Deliveries for 20 – 80 case orders are**

usually made in 1 – 2 days. Deliveries of 120+ case orders are usually made in 5 – 7 days.

Other PCF Papers

Additionally, through the Co-op's partnership with New Leaf Paper we are able to offer Co-op members access to a full line of "specialty" papers that are PCF and have high postconsumer recycled content at outstanding pricing. Papers available include letterhead and a variety of printing papers for newsletters, booklets, etc. **See the Addendum: "Other PCF Papers from New Leaf"** for more information.

Membership and Ordering

Membership in the Co-op is FREE and the purchasing process is really easy...we make your first order and then provide you with your customer number which will allow you to receive your discounted price and purchase directly through the supplier (New Leaf Paper) for all future orders.

Your Membership Supports a Non-Profit Endeavor

All profits support the Co-op's ongoing efforts to help cities, counties, businesses, and schools buy recycled and save trees on a national basis. Additionally, your paper volume helps keep prices low for members nationwide.

Resourcefully,

Jedd Farber
(800) 694-8355

Product Satisfaction Guaranteed

From the desk of...

Jedd Farber
Program Associate
Solana Recyclers, Inc.
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Addendum: Environmental Benefits of Using Recycled Paper

100% Postconsumer Recycled Copy Paper, Processed Chlorine Free (PCF)

Every 40 cases (one ton) **saves** the equivalent of:

- **24 trees** [forty feet in height and 6-8 inches in diameter] -(Conservatree)
- **7,000 gallons** of water, **4,100 kw hours** of electricity, and **60 pounds** of air pollution - (Californians Against Waste)

To-date Savings for the Co-op

In less than three years Co-op members have saved the following natural resources by purchasing 30% and 100% postconsumer recycled copy paper:

- **over 18,000 trees** [40 feet in height, 6-8 inches in diameter]
- **5.3 million gallons** of water
- **3.1 million kw hours** of energy
- **45,000 pounds** of air pollution kept out of the sky

In addition to the above calculated environmental savings, any and all dioxins and other harmful chlorine-related compounds associated with standard chlorine bleached and/or ECF copy paper will be prevented from entering our environment by the use of Encore 100 PCF paper.



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Pricing Addendum (page one)

Total per case cost (including delivery) of Encore 100 PCF copy paper for ABAG Co-op members:

20 cases @ \$32.00/case + \$1.50/case (\$30/order) delivery = \$33.50/case*, delivery made in 1-2 days

30 cases @ \$32.00/case + \$1.00/case (\$30/order) delivery = \$33.00/case*, delivery made in 1-2 days

40 cases @ \$32.00/case + \$0.75/case (\$30/order) delivery = \$32.75/case*, delivery made in 1-2 days

80 cases @ \$32.00/case + \$0.75/case (\$60/order) delivery = \$32.75/case*, delivery made in 1-2 days

120 cases @ \$30.50/case + \$0.67/case (\$80/order) delivery = \$31.17/case, delivery made in 5-7 days

160 cases @ \$30.50/case + \$0.50/case (\$80/order) delivery = \$31.00/case, delivery made in 5-7 days

200 cases @ \$29.50/case + \$0.40/case (\$80/order) delivery = \$29.90/case, delivery made in 5-7 days

240 cases @ \$29.50/case + \$0.33/case (\$80/order) delivery = \$29.83/case, delivery made in 5-7 days

280 cases @ \$29.50/case + \$0.29/case (\$80/order) delivery = \$29.79/case, delivery made in 5-7 days

320 cases @ \$29.50/case + \$0.25/case (\$80/order) delivery = \$29.75/case, delivery made in 5-7 days

360 cases @ \$29.20/case + \$0.22/case (\$80/order) delivery = \$29.42/case, delivery made in 5-7 days

400 cases @ \$29.20/case + \$0.20/case (\$80/order) delivery = \$29.40/case, delivery made in 5-7 days

440 - 840 case orders are all \$29.20/case + \$80/order for delivery

880 cases @ \$29.00/case + free delivery = \$29.00/case, delivery made in 5-7 days

Notes:

***20-80 case orders have inside delivery included in price for locations in “local zone” (see description below). Because local delivery of less than 120 case orders is based on a delivery charge of \$30.00 for each increment of up to 40 cases, there is no cost benefit to ordering 41-79 cases (i.e. the case price including delivery for 41-79 case orders is actually higher than that for a 40 case order). Also note that an 80 case order is the exact same price per case including delivery as a 40 case order.**

All other orders (120+ cases) are for dock delivery only (if inside delivery is required for 120+ case orders please call the RPPC to discuss).

Prices decrease with increasing volume based on delivery charges, key breaks based on base case price are also found beginning at 120 cases, 200 cases, 360 cases, and 880 cases.

Pricing Addendum (page two)

Local Delivery Zone:

Locations in the following cities can have deliveries made for the charge of \$30.00/order for every order increment of up to 40 cases:

San Francisco, Daly City, South San Francisco, Hayward, Castro Valley, San Lorenzo, San Leandro, Alameda, Oakland, Emeryville, Berkeley, and Albany.

Other locations (such as Palo Alto, Dublin, and Pleasanton) can have deliveries made with freight charges as follows:

\$4.40/case for 20 cases, \$3.90/case for 40, \$2.36/case for 80 cases (add these charges to the base case price of \$32.00/case to get total per case cost).

ABAG Dioxins Task Force members are encouraged to call the Co-op at (800) 694-8355 if there are any questions regarding freight and delivery.



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Addendum: Other PCF Papers from New Leaf

In addition to New Leaf Encore brand 100% postconsumer recycled PCF copy paper, the Co-op can offer Dioxin Task Force members access to a full line of “specialty” papers that are PCF and have high postconsumer recycled content at outstanding pricing. These papers are available at discounted pricing through the Co-op’s partnership with New Leaf paper.

Papers available include (all are PCF and available in sheets or rolls unless noted):

New Leaf Everest: Letterhead

New Leaf EcoOffset: Offset printing grade

New Leaf Opaque: Opaque offset printing grade

New Leaf Reincarnation: Matte Coated Offset printing grade

Cyclus print (coated matte offset)*

Cyclus offset (uncoated offset)*

***available in rolls only**

New Leaf Symphony: Coated gloss (ECF, not PCF)

For further information about these “specialty papers”, **contact Justin Tired at New Leaf Paper: 1-888-989-5323, ext 13** and be sure to mention that **you are an RPPC member and part of the ABAG Dioxins Task Force Group** for access to the best available pricing.